

Message Text

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ACTION PM-04

INFO OCT-01 AF-10 ISO-00 ACDA-07 MC-02 OMB-01 TRSE-00
IGA-02 AID-05 CIAE-00 INR-07 NSAE-00 L-03 NSC-05
SP-02 SS-15 EB-07 COME-00 /071 W
-----019326 121245Z /47

P R 121145Z JUL 77
FM AMEMBASSY KHARTOUM
TO SECSTATE WASHDC PRIORITY 4838
HQUSAF WASHDC//LGFM/FGFT PRIORITY
INFO USCINCEUR/ECJ4/7
SECDEF/ISA/DSAA

C O N F I D E N T I A L SECTION 1 OF 2 KHARTOUM 2306

E.O. 11652: GDS
TAGS: MASS, SU
SUBJECT: C-130 SALE TO SUDAN

REF: KHARTOUM 2115 DTG 241013Z JUN 77

1. DCM WAS SUMMONED JULY 11 TO OFFICE LTG MOHAMED OSMAN HASHIM, CHIEF OF GENERAL STAFF, PEOPLES ARMED FORCES. AIR FORCE DEPUTY CHIEF OF STAFF, BRIG. MUHAMMED MIRGHANI, ALSO ATTENDED MEETING. MEETING WAS CALLED TO DISCUSS C-130 PROPOSAL BEING OFFERED SUDANGOV BY LOCKHEED, AND DCM WAS ASKED WHETHER THERE ANY POSSIBILITY USAF COULD ADVANCE DELIVERY DATES FOR C-130 AIRCRAFT UNDER USG PROPOSAL.

2. GENERAL HASHIM BEGAN MEETING BY READING FROM LETTER DATED JULY 1 FROM SUDANESE AMBASSADOR EISA IN WASHINGTON TO PRESIDENT NIMEIRI. LETTER DISCUSSED MEETING BETWEEN AMBASSADOR AND UNNAMED LOCKHEED OFFICIAL WHO WAS REFERRED TO AS QUOTE DEPUTY CHIEF UNQUOTE. IN LETTER SUDANESE AMBASSADOR, REFERRING TO DCM BY NAME, REPORTED THAT LOCKHEED REPS SAID DCM TOLD THEM SUDANESE DO NOT RPT NOT WANT AMERICANS IN SUDAN. COS THEN SAID THIS REPORT HAD CONFIDENTIAL

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UPSET NIMEIRI AND THAT IT WAS NOT AT ALL TRUE. IF ANYTHING, SUDANESE WELCOMED AMERICANS IN SUDAN, INCLUDING THOSE WHO WOULD ASSIST MILITARY.

3. DCM ASSURED COS THAT HIS REMARKS AS DESCRIBED IN AMBASSADOR'S LETTER WERE INACCURATELY REPRESENTED AND HE ASKED THAT THIS BE EXPLAINED TO PRESIDENT NIMEIRI AND TO

SUDAN'S AMBASSADOR IN WASHINGTON. DCM NOTED THAT HE WELL AWARE SUDANESE DESIRE FOR AMERICAN ASSISTANCE. PROBLEM WAS USG WOULD HAVE TO CAREFULLY REVIEW IMPLICATIONS IF LARGE NUMBERS AMERICANS WERE TO BECOME INVOLVED WITH SUDANESE AIR FORCE UNDER LOCKHEED'S PROPOSAL. IF LOCKHEED MOVED TO PROVIDE PLANES DIRECTLY ON SHORT NOTICE AND THERE WERE NO SUDANESE QUALIFIED CREWS, QUESTION MIGHT ARISE WHEREBY LOCKHEED WOULD PROVIDE AMERICAN CREWS FOR SUDAN AIR FORCE C-130S. WE WERE CONCERNED OVER IMPLICATIONS OF SUCH MOVE AND THIS WAS WHAT WE HAD TOLD LOCKHEED REPS. IT WAS POSSIBLE THAT THEY MISUNDERSTOOD DCM'S REMARKS OR THAT IN PROCESS OF DISCUSSION OUR VIEWS WERE MISREPRESENTED. GENERAL HASHIM AND BRIG MIRGHANI SAID THEY WOULD EXPLAIN TO PRESIDENT AND AMBASSADOR EISA THAT DCM'S VIEWS WERE MISREPRESENTED AND ADDED THERE WOULD BE NO RPT NO NEED FOR LARGE NUMBERS AMERICANS UNDER LOCKHEED PROPOSAL. NOR WAS THERE ANY INTENTION HAVE AMERICAN CREWS FLY ANY C-130S THAT WOULD BE DELIVERED ON RUSH BASIS.

4. SUDANESE OFFICERS THEN DISCUSSED SUBSTANCE LOCKHEED PROPOSAL. ALTHOUGH THEY DO NOT YET HAVE COMPLETE DETAILS, THEY SAID LOCKHEED PROMISED PROVIDE SIX C-130S TO BE DELIVERED DURING FEB, MARCH AND APRIL 1978. LOCKHEED WOULD ALSO PROVIDE COMPLETE TRAINING AND OTHER REQUIREMENTS. ACCORDING TO SUDANESE OFFICERS, THIS WAS DONE WITH EGYPT IN 76/77 WITH COMPLETE SUCCESS. SUDANESE REALIZE THAT TO GO
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THIS ROUTE WOULD COST MORE MONEY AND, IN ADDITION, WOULD LACK SOME ADVANTAGES OF DEALING DIRECTLY WITH USG UNDER FMS AGREEMENT. HOWEVER, THEIR ANALYSIS OF SUDANESE AIR FORCE REQUIREMENTS WAS SUCH THAT EARLY DELIVERIES WHICH LOCKHEED HAS APPARENTLY INDICATED WOULD BE FORTHCOMING UNDER ITS OWN PROPOSAL LIKELY TO BE OF OVERRIDING IMPORTANCE.

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C O N F I D E N T I A L SECTION 2 OF 2 KHARTOUM 2306

5. NEVERTHELESS, IF AT ALL POSSIBLE, SUDANESE MILITARY WOULD PREFER WORK DIRECTLY WITH USAF AND IN GENERAL ALONG LINES DISCUSSED IN PEACE PILLAR SURVEY MEETING HERE IN JUNE. IF THERE WERE ANY WAY TWO C-130S COULD BE DELIVERED BY END OF 1977 OR EARLY 78, THIS WOULD BE SUFFICIENT TO OVERCOME APPARENT ADVANTAGES OF LOCKHEED'S PROPOSAL. BRIG. MIRGHANI SAID WITH TWO NEW PLANES AND ANTICIPATED SPRING 78 DELIVERY BUFFALO TRANSPORTS FROM CANADA, HE BELIEVES HE COULD MANAGE UNTIL REST OF C-130 FLEET DELIVERED LATER IN 78. RE TRAINING, HE WONDERED WHETHER SPECIAL CLASSES COULD BE ARRANGED TO SPEED THIS ASPECT OF PROGRAM. HE FELT, HOWEVER, HE COULD MANAGE TO SUPPORT TWO AIRCRAFT DELIVERED LATE 77, EARLY 78 WHILE TRAINING AS ENVISAGED UNDER PEACE PILLAR DISCUSSIONS WAS COMPLETED.

6. DCM POINTED OUT TO SUDANESE OFFICERS THAT SPECIAL MEASURES THEY WERE REQUESTING WERE ALMOST CERTAIN TO ADD TO COST OF C-130S AT TIME WHEN IT OUR UNDERSTANDING SUDANESE MILITARY BUDGET STRETCHED THIN. HE ALSO REMINDED THEM THAT TO CHANGE TERMS OF AGREEMENT AT THIS JUNCTURE COULD DELAY PROCESS. FURTHERMORE, HE NOTED USAF PROPOSAL HAD ALREADY REDUCED BY SUBSTANTIAL AMOUNT NORMAL DELIVERY TIME ON

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C-130S. DESPITE THESE ADMONITIONS, SUDANESE OFFICERS INSISTED QUESTION OF EARLY DELIVERY OF AT LEAST TWO C-130S WAS OF EXTREME IMPORTANCE TO SUDANESE MILITARY. FYI - DURING COURTESY CALL ON FONMIN BY AMBASSADOR AND DCM MORNING JULY 11, FONMIN ASKED FOR BRIEFING ON PEACE PILLAR SURVEY. WHEN HE WAS TOLD OF EXPECTED LATE 78 DELIVERY HE SAID THIS SIMPLY WAS NOT SATISFACTORY. END FYI. DCM PROMISED REPORT SUDANGOV VIEWS RE DELIVERY TIME TO WASHINGTON AND ASK WHETHER THERE ANYTHING WHICH MIGHT BE DONE TO SATISFY SUDANESE REQUIREMENTS.

7. COMMENT: IT APPEARS LOCKHEED IS OFFERING PROVIDE FULL C-130 PACKAGE, INCLUDING TRAINING AND SUPPORT, AND OFFERING DELIVERY SCHEDULE THAT IS SO ATTRACTIVE SUDANGOV IS STRONGLY TEMPTED PAY WHATEVER EXTRA MONEY INVOLVED TO HAVE PLANES.

IT CLEARLY WOULD PREFER DEAL DIRECTLY WITH USAF AND THEREFORE
HOPES USAF PROPOSAL CAN BE MODIFIED TO ALLOW EARLY
DELIVERY OF AT LEAST TWO AIRCRAFT. FONMIN'S REMARKS
SUGGEST THAT, IN ADDITION TO STRICK MILITARY REQUIREMENTS,
LATE 78 DELIVERY C-130S IS APPARENTLY UNSATISFACTORY TO
SUDANGOV ON BROADER POLITICAL GROUNDS. I WOULD HOPE
THAT WE COULD BE AT LEAST SOMEWHAT RESPONSIVE TO REQUEST
THAT DELIVERY OF FIRST TWO C-130S BE ADVANCED BY
SEVERAL MONTHS. BERGUS

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